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NATIONAL GOLF FOUNDATION INFORMATION

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11/9/81

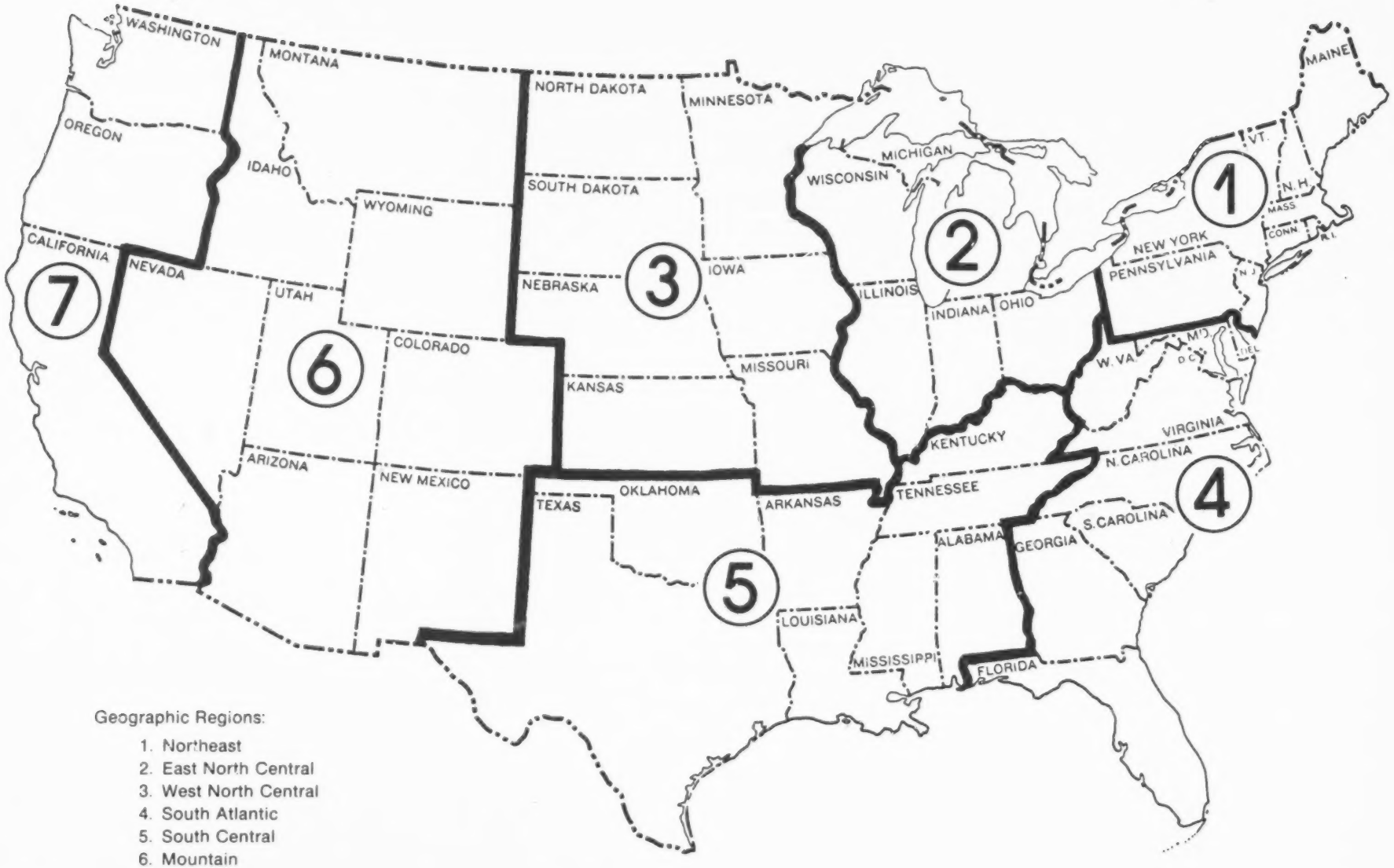
MUNICIPAL GOLF COURSE OPERATIONAL DATA 1981

PUBLISHED BY NATIONAL GOLF FOUNDATION

200 CASTLEWOOD DRIVE, NORTH PALM BEACH, FLORIDA 33408

1981 MUNICIPAL SURVEY SUMMARY OF FINAL RESULTS

MEDIAN FIGURES	18-HOLE U.S. TOTAL	NORTH-EAST	E. NORTH CENTRAL	W. NORTH CENTRAL	SOUTH ATLANTIC	SOUTH CENTRAL	MOUNTAIN	PACIFIC	9-HOLE U.S. TOTAL
Yardage	6400	6497	6360	6300	6400	6440	6600	6388	2950
Acres	140	130	145	140	140	160	151	130	64
Playable Days – 1980	300	230	213	210	340	320	300	345	250
Rounds Played – 1980	48,888	35,143	39,000	42,348	57,349	48,888	55,000	64,208	21,498
Average Rounds Per Day Opened	162	162	183	162	162	135	175	178	113
Percentage of Rounds Played By:									
Men	60%	57%	60%	56%	65%	70%	66%	60%	55%
Women	15%	15%	15%	19%	10%	7%	15%	13%	18%
Juniors	10%	10%	10%	11%	5%	10%	6%	6%	10%
Seniors	15%	18%	15%	14%	20%	13%	13%	21%	17%
Green Fees:									
9-Hole Weekdays	**$3.50**	**$3.50**	**$3.75**	**$3.75**	**$3.75**	**$3.50**	**$3.25**	**$3.50**	**$3.25**
9-Hole Weekends	**4.00**	**3.50**	**4.50**	**4.50**	**4.25**	**3.50**	**3.75**	**4.00**	**3.75**
18-Hole Weekdays	**5.65**	**6.85**	**6.00**	**5.00**	**6.50**	**4.50**	**5.65**	**5.50**	**4.25**
18-Hole Weekends	**6.50**	**8.50**	**7.00**	**6.00**	**7.50**	**5.25**	**6.00**	**6.50**	**5.00**
% Having No 9-Hole Rate	**33%**	**47%**	**26%**	**100%**	**38%**	**33%**	**15%**	**12%**	**N/A**
Special Rates (% Offering):									
Juniors	**52%**	**47%**	**47%**	**58%**	**52%**	**48%**	**69%**	**55%**	**36%**
Seniors	**52%**	**58%**	**60%**	**67%**	**48%**	**52%**	**46%**	**33%**	**36%**
All Day	**19%**	**6%**	**2%**	**17%**	**19%**	**33%**	**38%**	**33%**	**25%**
Twilight	**47%**	**47%**	**26%**	**17%**	**52%**	**70%**	**46%**	**55%**	**15%**
% Increasing Fees in 1981	**65%**	**65%**	**67%**	**75%**	**62%**	**67%**	**46%**	**12%**	**48%**
Amount	**10%**	**13%**	**10%**	**10%**	**10%**	**22%**	**14%**	**13%**	**18%**
% Offering Season Tickets	**75%**	**82%**	**56%**	**58%**	**48%**	**76%**	**92%**	**75%**	**86%**
Season Ticket Rates:									
Family	**$275**	**$340**	**$230**	**$200**	**$318**	**$235**	**$275**	**$420**	**$165**
Single	**210**	**210**	**135**	**150**	**235**	**212**	**175**	**275**	**125**
Junior	**60**	**60**	**60**	**45**	**75**	**67**	**50**	**80**	**50**
Senior	**116**	**136**	**70**	**75**	**175**	**110**	**116**	**160**	**96**
Number of Season Tickets Sold:									
Family	**36**	**36**	**27**	**116**	**120**	**20**	**40**	**30**	**53**
Single	**123**	**112**	**123**	**150**	**184**	**33**	**110**	**186**	**67**
Junior	**29**	**30**	**30**	**30**	**14**	**29**	**25**	**16**	**18**
Senior	**80**	**95**	**83**	**40**	**13**	**39**	**80**	**80**	**29**
Golf Car Statistics:									
Number	39	34	33	30	50	55	39	50	5
Have Electric Only	56%	56%	45%	38%	66%	75%	39%	71%	55%
Have Gas Only	29%	31%	40%	45%	17%	24%	15%	29%	36%
Both	15%	13%	15%	17%	17%	1%	46%	–	9%
Rental Rates:									
9-Holes	$ 6.00	$ 6.30	$ 6.00	$ 6.00	$ 5.00	$ 5.00	$ 5.15	$ 6.00	$ 5.00
18-Holes	10.00	12.00	10.00	10.00	10.00	9.22	10.00	10.00	10.00
Permit Use of Privately-Owned Golf Cars	37%	18%	26%	54%	30%	67%	62%	37%	47%
Charge for Car Path Use	71%	33%	50%	71%	100%	93%	63%	100%	43%
% of Rounds Involving Golf Cars	25%	18%	15%	10%	40%	45%	25%	37%	25%
Financial Statistics:									
Total Income	**$285,000**	**$178,700**	**$285,000**	**$195,000**	**$366,000**	**$317,000**	**$285,000**	**$411,000**	**$60,000**
% Green Fees & Season Tickets	**58%**	**78%**	**62%**	**58%**	**53%**	**50%**	**46%**	**62%**	**70%**
% Golf Car Rentals	**12%**	**8%**	**12%**	**11%**	**22%**	**27%**	**15%**	**6%**	**4%**
Average Income Per Round of Golf	**$6.16**	**$5.24**	**$5.99**	**$5.55**	**$7.47**	**$7.43**	**$6.16**	**$7.60**	**$4.16**
Total Operational Expenses	**$227,914**	**$185,700**	**$213,000**	**$203,900**	**$317,100**	**$227,914**	**$273,000**	**$385,000**	**$57,000**
Average Expense Per Round of Golf	**$5.90**	**$5.90**	**$4.85**	**$6.05**	**$5.67**	**$5.62**	**$5.93**	**$6.40**	**$4.04**
Course Maintenance	**$162,000**	**$140,000**	**$123,900**	**$77,000**	**$162,800**	**$162,000**	**$208,370**	**$200,000**	**$25,000**
Labor % of Maintenance	**60%**	**66%**	**60%**	**46%**	**56%**	**63%**	**70%**	**38%**	**60%**
% With Capital Improvements	**33%**	**46%**	**58%**	**33%**	**37%**	**14%**	**23%**	**13%**	**39%**
Amount	**$30,000**	**$10,000**	**$18,200**	**$33,300**	**$35,000**	**$30,000**	**$60,000**	**$20,000**	**$8,900**
Total Payroll Expenses	**$109,194**	**$109,194**	**107,000**	**$109,000**	**$180,000**	**$96,000**	**$146,805**	**$145,000**	**$22,000**
Number of Employees									
Year Round (Total/Course/Clubhouse)	**6/5/2**	**6/5/1**	**4/3/1**	**6/4/2**	**12/8/5**	**10/7/3**	**6/5/2**	**15/10/5**	**2/1/1**
During Season	**15/9/6**	**15/10/5**	**16/8/7**	**16/10/6**	**18/9/9**	**14/10/4**	**14/7/5**	**14/8/6**	**5/3/2**
% Employing Golf Professional	95%	100%	79%	75%	95%	95%	100%	100%	53%
% PGA Member	89%	87%	90%	89%	72%	85%	92%	100%	70%
% Employing Superintendent	97%	81%	97%	83%	100%	76%	100%	100%	78%
% GCSAA Member	63%	44%	87%	60%	86%	42%	77%	63%	83%
% of Pro Shops Operated By									
City	34%	15%	59%	34%	74%	38%	8%	25%	33%
Pro	66%	85%	41%	66%	26%	62%	92%	75%	67%
% of Pros With Salary	82%	82%	90%	78%	89%	76%	79%	83%	56%
Amount (Yearly)	$13,000	$9,100	$14,250	$17,000	$13,000	$11,000	$12,000	$20,000	$11,000
% of Pro Shop Sales:									
Hard Goods (Clubs, Balls, Bags, Etc.)	70%	60%	75%	80%	70%	70%	48%	50%	85%
Men's Apparel	20%	30%	15%	15%	20%	20%	40%	30%	10%
Women's Apparel	10%	10%	10%	5%	10%	10%	12%	20%	5%
% of Food/Beverage Service Operated By:									
City	**33%**	**13%**	**43%**	**42%**	**41%**	**33%**	**15%**	**13%**	**29%**
Concessionaire	**67%**	**87%**	**57%**	**58%**	**59%**	**67%**	**85%**	**87%**	**71%**
% Leasing Entire Operation	**9%**	**6%**	**3%**	**None**	**None**	**9%**	**14%**	**25%**	**10%**
% Considering Leasing	**12%**	**12%**	**None**	**None**	**None**	**None**	**8%**	**13%**	**18%**



Geographic Regions:

1. Northeast
2. East North Central
3. West North Central
4. South Atlantic
5. South Central
6. Mountain
7. Pacific